



# ARMY ACQUISITION REFORM



Issue 80

16 June 1998

## *Captains of Industry Executive Session*

The Acting Secretary of the Army, Mr. Walker, and the Chief of Staff, General Reimer, hosted the second ***Captains of Industry Executive Session*** on 3 April 1998. The purpose of the session was to continue dialogue with industry and strengthen the partnership. Corporate leaders and senior Army staff members participated in the session. Some issues discussed were: (1) privatization and outsourcing; (2) focusing science and technology on Army After Next systems and identify what industry and the Army are investing in research and development to eliminate duplication; (3) continue support of dual technology initiatives which benefit both industry and the Army; (4) development of a transition plan for the "legacy systems" from Force XXI to Army After Next; (5) stabilizing Army requirements as much as possible to garner industry support due to the cost of doing business and competing commercial sector business opportunities; and (6) promoting the first digitized brigade and its capabilities to further the significance of information dominance. Industry executives indicated the session was extremely valuable in further understanding the Army's modernization vision and fiscal challenges and fostering the partnership.

## ***SMDC Contracting Wins Hammer Award***

The Army Space and Missile Defense Command (SMDC) is a ***Hammer Award*** winner. ***SMDC Contracting*** was selected on 29 May 1998 to receive the Vice President's Hammer Award for recognition as having the lowest cost of Major Commands to *purchase one dollar (\$1.00) of a requirement*. SMDC was also recognized for Major Command *procurement process improvements* realized by creative and novel elements. For example, by issuing credit cards to requiring element personnel for supplies and services up to \$2,500.00, requiring elements now satisfy needs within the dollar threshold without going through the Contracts Office. The Command also uses the Three-Step Alternate Source selection procedure, in lieu of Best and Final Offers, to get a better end product in a competitive environment.